



U.S. General Services Administration

GSA Fleet Offerings and Update

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GSA Fleet Value Proposition



Right Vehicle



Right Price



Great Service



Required Data

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Vehicle Management Offerings:

GSA Fleet specializes in motor vehicles

- 1 Purchasing
- 2 Leasing
- 3 Ancillary Fleet Solutions
- 4 Automated Solutions

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Why do you purchase vehicles from GSA?

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Online ordering,
AutoChoice

Dedicated customer
service staff

Engineers for
non-standards

Large
selection

Why do you purchase vehicles from GSA?

Mandatory
Source

FY16 prices averaged
19.8% below the
dealer's invoice

Strong
manufacturer
relationships

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Why do you lease vehicles from GSA?

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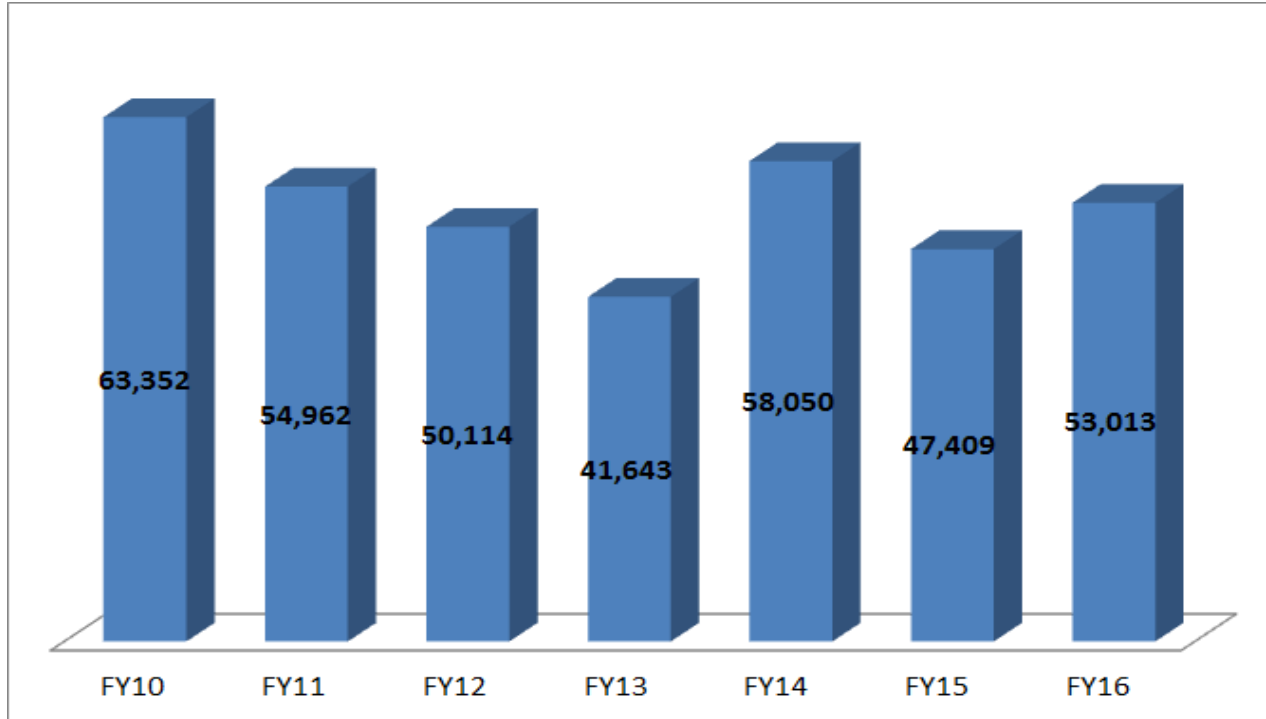




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Federal Fleet Purchasing Trends



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Greening the Fleet

	FY10	FY11	FY12	FY13	FY14	FY15	FY16
Total Vehicle Purchases	63,352	54,964	50,114	41,643	58,050	47,409	53,013
% AFV Purchases	67%	80%	75%	82%	81%	83%	83%
AFV Offerings	291	502	894	1,537	1,513	1,632	1,783
Improved MPG (leased vehicles)	24%	21%	15%	19%	21%	13%	14%

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GSA Fleet Cost Saving Efforts

- Savings from discount received below dealer invoice:
 - FY14 - \$315M (17.6%)
 - FY15 - \$306M (18.9%)
 - FY16 - \$364M (19.4%)
- Aggregated demand:
 - Outstanding values on vehicles
 - 20% savings on LE Upfits

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GSA Fleet Cost Saving Efforts

- No increase in leasing rates the past 5 years: 0%, -1%, -2%, -2.75%, 0%
- Government-wide annual cost per vehicle by ownership:

	Agency Owned	Commercially Leased	GSA Fleet Leased
FY2011	\$7,062	\$13,103	\$5,757
FY2012	\$7,026	\$8,058	\$5,872
FY2013	\$7,434	\$14,258	\$5,735
FY2014	\$7,583	\$14,995	\$5,524
FY2015	\$7,519	\$10,319	\$4,682

Source: 2015 Federal Fleet Report

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Fleet Solutions

Ancillary services & solutions

- AFV Guide & Tool
- Desktop Workshops
- Dispatch Reservation Module
- Emerging Technology Offerings
- FedFMS
- Short Term Rental (STR) Program
- Standardized Law Enforcement Upfit Packages
- Telematics
- Vehicle Consolidations

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Automated Solutions

Data to effectively and efficiently manage your fleet

**Assist with
compliance**

**Deliver national
security**

**Access to
detailed
information**

**Ability to find
vehicles that
meet your needs**

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Customer Feedback

We're Listening

- Modernized GSA Fleet Drive-thru and AutoChoice systems
- Provided new after hours roadside assistance program
- Released Customer Leasing Guide, inclusive of Fair Wear and Tear policy
- Increased training opportunities
- Streamlined the acquisition process for leasing customers
- Added order status as provided by the manufacturer in AutoChoice
- Facilitated Vendor and Customer Self Service (VCSS) email notifications
- Expanded WEX acceptance

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On the Horizon

- FY17 Electric Vehicle Deployment Initiative
 - Learn more on Thursday at 9 AM, session titled “GSA Fleet Sustainability Solutions”
- Fleet Drive-thru and FedFMS modifications for FAST ALD reporting
- GSAFleet2GO Mobile Application
- Federal Fleet Manager Certification Program

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On the Horizon - New Vehicle Technology

- Run flat tires and elimination of spare tires
- Start/Stop technology
- Modular inflatable restraints and advanced safety technology
- Increased camera vision systems
- Fuel cell technology
- Connected vehicles
- Autonomous vehicles and shared transportation

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Safety & Recalls

FedFleet Sessions on Thursday:

8 AM - Vehicle Safety

9 AM - Remedying Recalls for a Safer Fleet

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Motor Vehicles Hallway

- Hallway content is dynamic and updated with relevant vehicle solutions, expert articles, and spend data. It includes the resources presented today.
- Access the hallway at <http://go.usa.gov/xDpwW> and join the discussion in the Motor Vehicles Community Group.

Learn more about Category Management and the Hallway on Thursday at 10 AM

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Thank you.

Questions?

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